



## District Director's Corner

As in years past, we had an extremely successful Small Business Week in May this year. Once again, congratulations go out to our winners and our sincerest "thank you" goes to the Small Business Week (SBW) of Eastern Missouri committee for a fantastic job, and in particular, to their Chair, Mr. Stephen R. Callow, Senior Vice President of Southwest Bank of St. Louis. This group amazes me every year with their organization of a full week of informational and networking events that build and celebrate entrepreneurship.

Our special guest speaker at this year's SBW Awards Dinner was Mr. Joel Szabat, the U.S. Small Business Administration's Chief of Staff, whose job responsibilities are to execute our Administrator's visions and achieve his objectives. Mr. Szabat commented to me about the excitement and enthusiasm that he witnessed and how the energy of such events just can't be adequately conveyed via reports. We in the District Office were thrilled that Mr. Szabat could join us this year as we believe that it is important that the highest level officials of the SBA see the great work that individuals, entrepreneurs, committees, lenders, and supportive large businesses do, all across the nation but especially in St. Louis, in support of small business and the economic development that they create. So to all of you that pitched in to lend a hand this year...WELL DONE!

On June 13, 2007 the St. Louis District Office used the Soldiers Memorial in St. Louis and the eve of Flag Day as the time and place to announce a new initiative to support our veteran and military community. As part of a national roll-out, replicated in all 68 SBA district offices as well as in our Headquarters in Washington, D.C., the SBA announced the **Patriot Express Initiative** which includes new and enhanced programs in the areas of lending, training, counseling, and contract guidance for:

*Continued on Page 2*

## Attention Potential Franchisees

Are you thinking about buying a franchise? Will you need to borrow money to buy that franchise? If you answered "yes" to both of these questions, the U.S. Small Business Administration can help you.

The Franchise Registry is an example of how SBA can help small business owners. Through an effort between government and industry, SBA employees, franchisees, franchisors and lenders have streamlined eligibility guidelines and operating procedures that will reduce costs and processing time and help SBA service its customers better.

The registry lists names of franchise companies whose franchisees enjoy the benefits of a streamlined review process for SBA loan applications. Loan applications for registered franchisors can be reviewed and processed quickly and efficiently. Small business owners get better service and quicker loans.

Participation in the registry is voluntary. If a franchisor chooses not to participate in this streamlined review process, loan applications by its franchisees will still be reviewed individually by SBA or its lenders. You should not construe a franchise system's presence on or absence from the registry as either an endorsement by SBA or an indication of the franchise system's quality or profitability.

Listing on this registry means that the franchise agreement does not impose unacceptable control provisions on a franchisee (which could result in affiliation with a franchisor). The lender and/or SBA must still consider and evaluate, with respect to each application for SBA financing, factors such as general eligibility, creditworthiness, conflicts of interest, character, use of proceeds, and discrimination.

*Continued on Page 4*

### Inside This Issue

<b>SBA 504 Loan Program</b>	<b>2</b>
<b>First Patriot Express Loan in Region VII</b>	<b>2</b>
<b>Spotlight on the Field</b>	<b>3</b>
<b>Top Lenders in Fiscal Year 2007</b>	<b>4</b>

## First Patriot Express Loan in Region VII Issued in Columbia

On July 11, 2007, The Bank of Missouri became the first lender in Region VII (Missouri, Kansas, Nebraska and Iowa), and among the first three in the nation to utilize SBA's new Patriot Express Loan Initiative. In the photo below Mr. David Keller, President, The Bank of Missouri, is preparing to present an oversized Patriot Express Loan check to Mr. Roger Wilson Stone, founder and owner of Full Line Electric, LLC of Columbia. Mr. Stone served in the U.S. Marine Corps at Camp Pendleton, California from 1975-79. In accepting this loan Mr. Stone expressed appreciation to the SBA, the Columbia Small Business Development Center (SBDC) and the Procurement Technical Assistance Center and stated that he would use the proceeds to hire additional employees for several contracts he has obtained with their assistance.



Pictured L to R: Dennis Melton, SBA, District Director; James Thompson, Dean, College of Engineering, University of Missouri - Columbia; Sam Jones, SBA, Regional Administrator; entrepreneur Roger Wilson Stone; and David Keller, President, The Bank of Missouri

### **Gateway e-Gazette**

Official quarterly small business e-newsletter of the U.S. Small Business Administration's St. Louis District Office.

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We welcome your questions or comments.  
Please contact any of us at the e-mail addresses listed above.

*continued from Page 1*

## Director's Corner

- Veterans and service disabled veterans,
- Active duty service members eligible for the military's Transition Assistance Program
- Reservist and National Guard members,
- Current spouse of any of the above, and
- The widowed spouse of a service member or veteran who died during service or from a service-connected disability.



Soldiers Memorial, St. Louis, Missouri

The cornerstone of the initiative includes the Patriot Express Loan which will be available up to \$500,000; will carry a lender guarantee of 85% up to \$150,000 and 75% for loans over \$150,000 up to the maximum; will be capped at SBA's lowest interest rates (prime plus 2.25% or prime plus 4.75%, depending on the size and maturity of the loan); and will utilize the streamlined SBAExpress process which allows lenders to use their own forms and procedures and offers the fastest turnaround times for loan approvals.

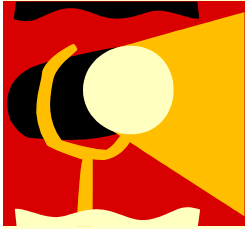
Lenders that are currently in the Preferred Lenders Program (PLP) or that are in the SBAExpress Program will be quickly approved to make Patriot Express loans but must make application to do so. SBA began accepting Patriot Express loans on June 28, 2007.

Through SBA district offices and our resource partners, SCORE, Counselors to America's Small Business; Small Business Development Centers; Women's Business Centers; and the Veterans Business Resource Center, we will also offer local and on-line assistance in business acumen.

Please help us get the word out on this new program to those that so nobly served our country and deserve our support.

For additional information on the Patriot Express Initiative, please visit <http://www.sba.gov/patriotexpress/index.html>.

Dennis Melton



## Spotlight on the Field

### ***News from Northeast Missouri***

For the first time the University of Missouri's Extension Service will have two business Development specialists in northeast Missouri to help the entrepreneurs and small business owners there start, expand or better manage their operations.

Charles Holland, a life-long entrepreneur, will serve the counties of Clark, Knox, Lewis, Marion, Monroe, Pike, Ralls, and Shelby from the Monroe County Extension Center at 208 North Main Street, Paris, Missouri 65275. You can reach Charles by calling 660-327-4158 or e-mail [hollandca@missouri.edu](mailto:hollandca@missouri.edu).

Christopher Shoemaker, a small business owner and former state legislator, will serve the counties of Adair, Linn, Macon, Putnam, Randolph, Schuyler, Scotland, and Sullivan from the Macon County Extension Center at 113 North Rubey, Macon, Missouri 63552. You can reach Chris by calling 660-385-2173 or e-mail [shoemakercl@missouri.edu](mailto:shoemakercl@missouri.edu).

The University of Missouri Extension Service and Missouri's Small Business Development Centers work closely with the SBA to provide management assistance and counseling to Missouri's small business community. Please contact Charles, Chris or Bob Newman, SBA's senior area manager for northeast Missouri, if you are interested in what our services can do for you. Bob Newman can be reached by calling 573-406-0134 or e-mail [robert.newman@sba.gov](mailto:robert.newman@sba.gov).

### ***News from Southeast Missouri***

There is a lot going on at the Southeast Innovation Center in Cape Girardeau these days. Bill Vickery, Director of Entrepreneurship and Training for the Southeast Innovation Center has entered into an agreement with the Veterans Business Resource Center to provide his highly successful training program to Veterans in the St. Louis area. The 36-hour curriculum developed by the Kauffman Foundation will be delivered over 6 weeks. The training will allow participants to develop feasibility plans for the business venture they are considering. For more information contact the Veterans Business Resource Center at 314-531-VETS(8387).

Governor Matt Blunt attended the Ribbon Cutting for the Southeast Innovation Center Incubator on June 21, 2007. Governor Blunt believes "entrepreneurship" is the name of the game for the State of Missouri. Dennis Melton, SBA District Director for the Eastern District of Missouri, attended the Ribbon Cutting also and spoke about the partnerships and resources at the Innovation Center being a "formula for success" for small businesses in the Southeast Missouri area.



Pictured from L-R: Scott Lipke, state representative, District 157; C. Michael Dambach, chairman of the board of directors for the Missouri Research Corporation; Nathan Cooper, state representative, District 158; Governor Matt Blunt; Kathy Swan, President, JCS/Tel-Link; Dennis Melton, district director, SBA St. Louis; Billy Pat Wright, state representative, District 159



Pictured from L-R: Governor Matt Blunt; Dennis Melton, district director, SBA St. Louis; Dennis Roedemeier, CEO, Missouri Research Corporation; Mike Kearney, Ameren UE

### ***News from Central Missouri***

Good news from the heartland of America: The Mid-Missouri SCORE Chapter, located in Columbia, Missouri, has launched a branch office in Jefferson City, Missouri, the state's capital city. The first meeting of business leaders was held on January 10<sup>th</sup> at the city's Chamber of Commerce for the purpose of assessing local interest. John Dean,

*continued on Page 4*



## Spotlight

continued from Page 3

Columbia Chapter Chairman, assisted by Mike Dahl, Pete Schmitz and Joe Zimmermann, conducted an informative orientation resulting in commitments from approximately 15 attendees to apply for membership as volunteer counselors. Members of the Columbia SCORE Chapter have continued to provide significant leadership, training and support to the new Jefferson City members to insure their success.

The Jefferson City Chamber of Commerce personnel have also provided generous support to the new branch to include dedicated newly refurbished office space, computer equipment, phone system, conference room and administrative assistance. Kathy Scheulen, Director of Education and Small Business Development, has been especially supportive prior to the formation of the new branch and significantly after the launch of the new branch. She and her staff continue to provide support to new branch personnel in the form of referrals of potential clients as they develop through "walk-ins" and requests for assistance at the Chamber's offices.

The formation of the new Jefferson City branch had its origins during the fall of 2006. John Dean contacted the Jefferson City Chamber of Commerce to determine if there was any interest in establishing a new branch locally. The Columbia Chapter had been servicing a significant number of clients from Jefferson City area and believed there was sufficient interest and potential entrepreneurs to justify a local branch. A new branch office would also provide improved client service as Columbia and Jefferson City are separated by 50 miles and represented a bit of a travel hardship for clients and counselors alike. The Chamber personnel strongly agreed and pledged to provide support to test the business community's interest with the initial orientation meeting. The Chamber believed SCORE would be a natural and synergistic fit with their community development strategy. Both organizations are dedicated to diversifying and strengthening the local economy, developing business leadership, educating the workforce, and enhancing competitiveness of local businesses.

The new branch has established a standing meeting which convenes each month on the third Wednesday in the Chamber of Commerce main conference room. The short term goals of the new organization include developing a public presence in the local area and educating the community about the volunteer expertise, experience, wisdom and services available to both existing businesses and start-ups.

continued from Page 1

## Franchisees

When evaluating a franchise opportunity, look for system eligibility with the Franchise Registry at [www.franchiseregistry.com](http://www.franchiseregistry.com). If the franchise system is eligible for this program, you will receive expedited loan processing through the SBA. If the system is not listed, you should immediately contact them and inquire as to their eligibility status with the SBA. If they are not listed on this web site, you cannot receive expedited loan processing through the SBA.

You can find additional information about franchising at <http://www.sba.gov/smallbusinessplanner/start/buyafanchise/index.html>

## Most Active Lender Rankings For Fiscal Year 2007

Multi-State	# of Loans	Amount
U.S. Bank N.A.	215	\$12,954,800
Commerce Bank N.A.	159	15,496,500
Bank of America	64	1,725,900
National City	50	1,867,200
Capital One Federal Savings	46	1,945,000
Innovative Bank	42	470,000
Regions Bank	16	1,738,000
Banco Popular	9	1,748,500

Community Banks	# of Loans	Amount
Southwest Bank of St. Louis	20	\$1,861,000
Heartland Bank	15	3,108,000
Bank of Missouri	12	2,079,600
Central Trust Bank	12	2,284,000
Bank of Franklin County	10	1,661,000
First State Bank & Trust (Caruthersville)	9	557,400

Certified Development Companies	# of Loans	Amount
Economic Development Center of St. Charles County	42	\$24,980,000
RMI	13	9,452,000
Small Business Growth Corp.	10	4,777,000

If you would like to subscribe to receive this quarterly e-newsletter and other periodic information, please go to <http://web.sba.gov/list> and click on the box in front of Eastern Missouri Newsletter, submit your name and e-mail address, and click Submit.